

Message Text

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PAGE 01 BELGRA 06184 211416Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 211325Z SEP 76

FM AMEMBASSY BELGRADE

TO USINT BAGHDAD

INFO USDOC WASHDC

SECSTATE WASHDC 8133

LIMITED OFFICIAL USE BELGRADE 6184

USDOC PASS CAGNE

E.O. 11652: NA

TAGS: BTIO IZ YO

SUBJ: MAJOR TRADE OPPORTUNITY -- FOOD PROCESSING INDUSTRY

1. WE HAVE JUST BEEN INFORMED THAT YUGOSLAV CONSTRUCTION FIRM, PELAGONIJA - SKOPJE, IS CLOSE TO SECURING TURNKEY CONTRACT FOR CONSTRUCTION OF \$100 MILLION FOOD PROCESSING AND DISTRIBUTION CENTER IN BAGHDAD.

2. REPRESENTATIVE OF TWO U.S. ENGINEERING FIRMS, WHO INFORMED EMBASSY OF PROJECT, HAS UNDERTAKEN PRELIMINARY DISCUSSIONS WITH PELAGONIJA FOR SUBCONTRACTING OF PROCESSING SYSTEMS DESIGN AND BELIEVES HIS COMPANIES ARE IN FAVORABLE POSITION. FIRMS ARE: ALIMENTA COMPANY, P.O. BOX 1652, 415 NORTH SECOND STREET, YAKIMA, WASHINGTON 98907, PHONE: (509) 248-7682, TELEX: 32-1235, CABLES: ALIMENTA, AND SCHUCHART & ASSOCIATES, INC, 115 N.E. 100TH STREET, SEATTLE, WASHINGTON 98125, PHONE: (206) 524-5010.

3. EMBASSY WOULD BE PREPARED TO PROMOTE EQUIPMENT SALES THROUGH PELAGONIJA, BUT WOULD NOT WISH TO INTERFERE WITH ANY DIRECT EFFORTS U.S. FIRMS MIGHT BE UNDERTAKING IN BAGHDAD.

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4. ACTION REQUESTED: USINT MAY WISH TO PROVIDE

INFORMATION ON TECHNICAL SPECIFICATIONS AND STATUS OF
PROJECT, INCLUDING STANDING OF PELAGONIJA, SO THAT
USDOC AND OVERSEAS POSTS CAN ADVISE U.S. FIRMS ON SCOPE
AND BEST FOLLOW-UP, I.E., WHETHER TO PURSUE DIRECTLY
WITH IRAQIS OR TO SEEK INDUSTRIAL COOPERATION WITH
YUGOSLAV OR OTHER THIRD-COUNTRY CONTRACTORS. USDOC
MAY WISH TO PASS USINT REPORT TO ALIMENTA AND SCHUCHART,
IF THEY ARE RELIABLE FIRMS.
SILBERMAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: BoyleJA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BELGRA06184
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760356-1092
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760939/aaaabgwx.tel
Line Count: 70
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: BoyleJA
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAY 2004 by greeneet>; APPROVED <14 SEP 2004 by BoyleJA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR TRADE OPPORTUNITY -- FOOD PROCESSING INDUSTRY
TAGS: BTIO, IZ, YO
To: BAGHDAD
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006